

California Coastal Rural Development Corporation

TOOLS TO REVITALIZE CALIFORNIA COMMUNITIES

September 25, 2002

Oakland, California

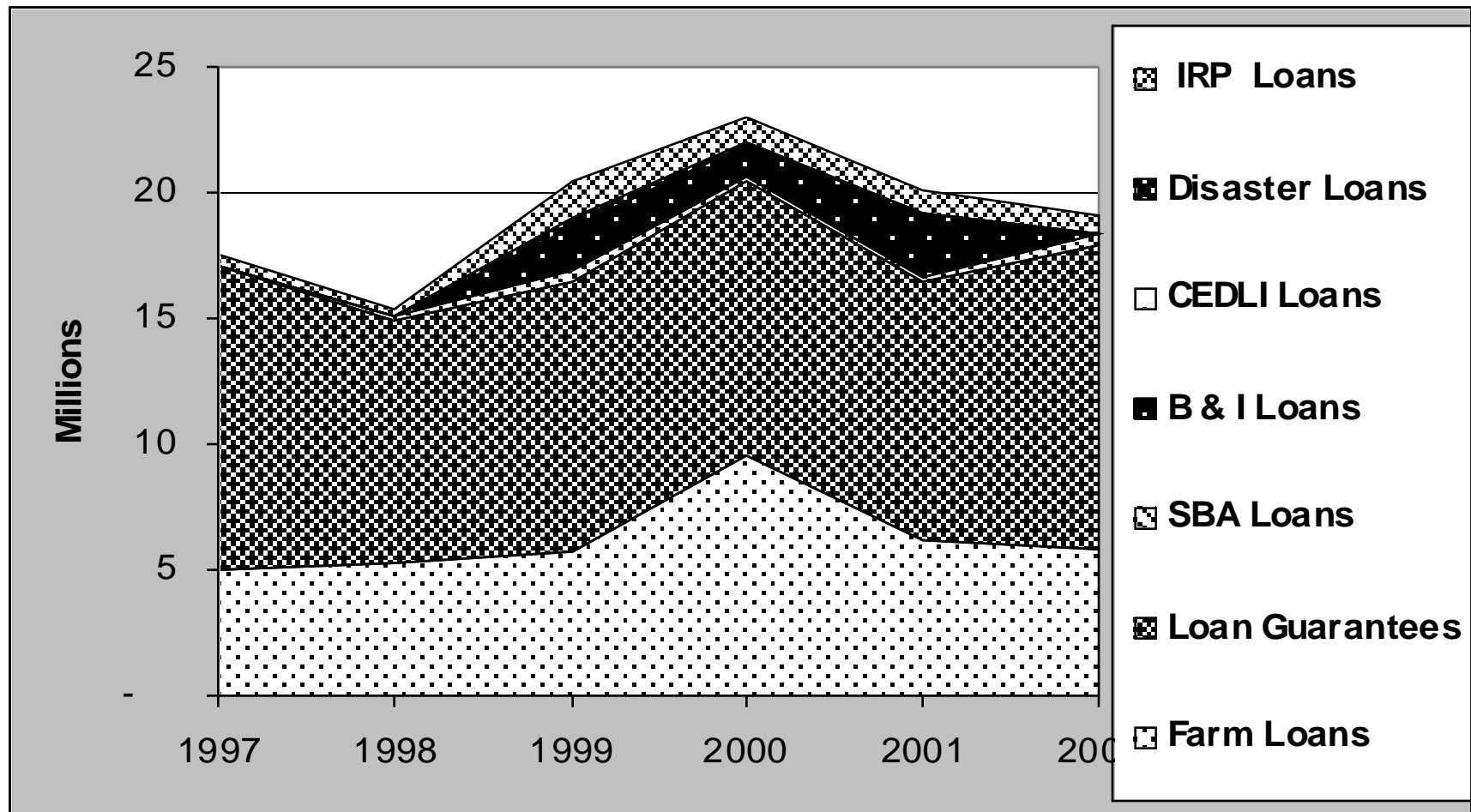
Oakland Marriott Convention Center

Cal Coastal Programs

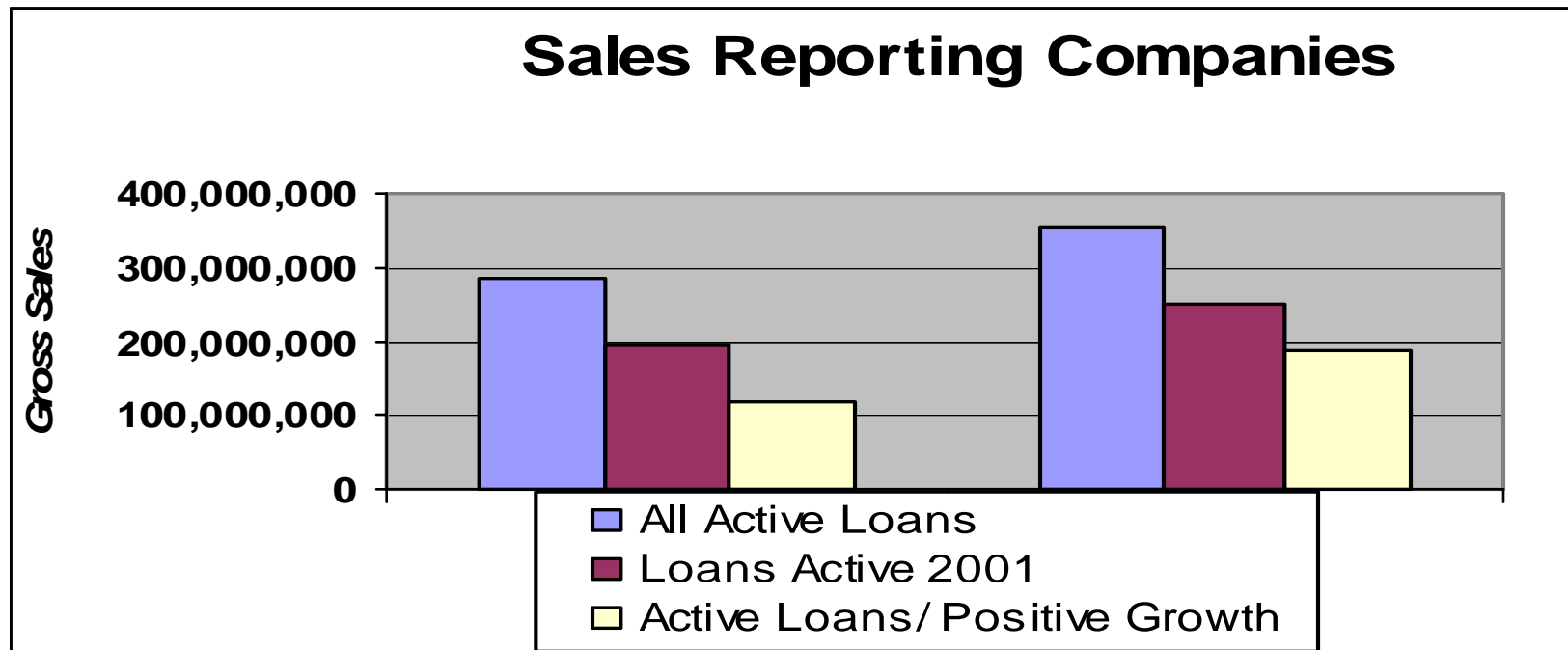
Capital for Small Businesses

- Loan Guarantees
- Guarantee Farm Loans
- Rural Development Loans
- SBA Micro-loans
- SBA 504 Commercial Real Estate
- USDA Business & Industry Loans
- County of Monterey RLF

Cal Coastal Loans by Program

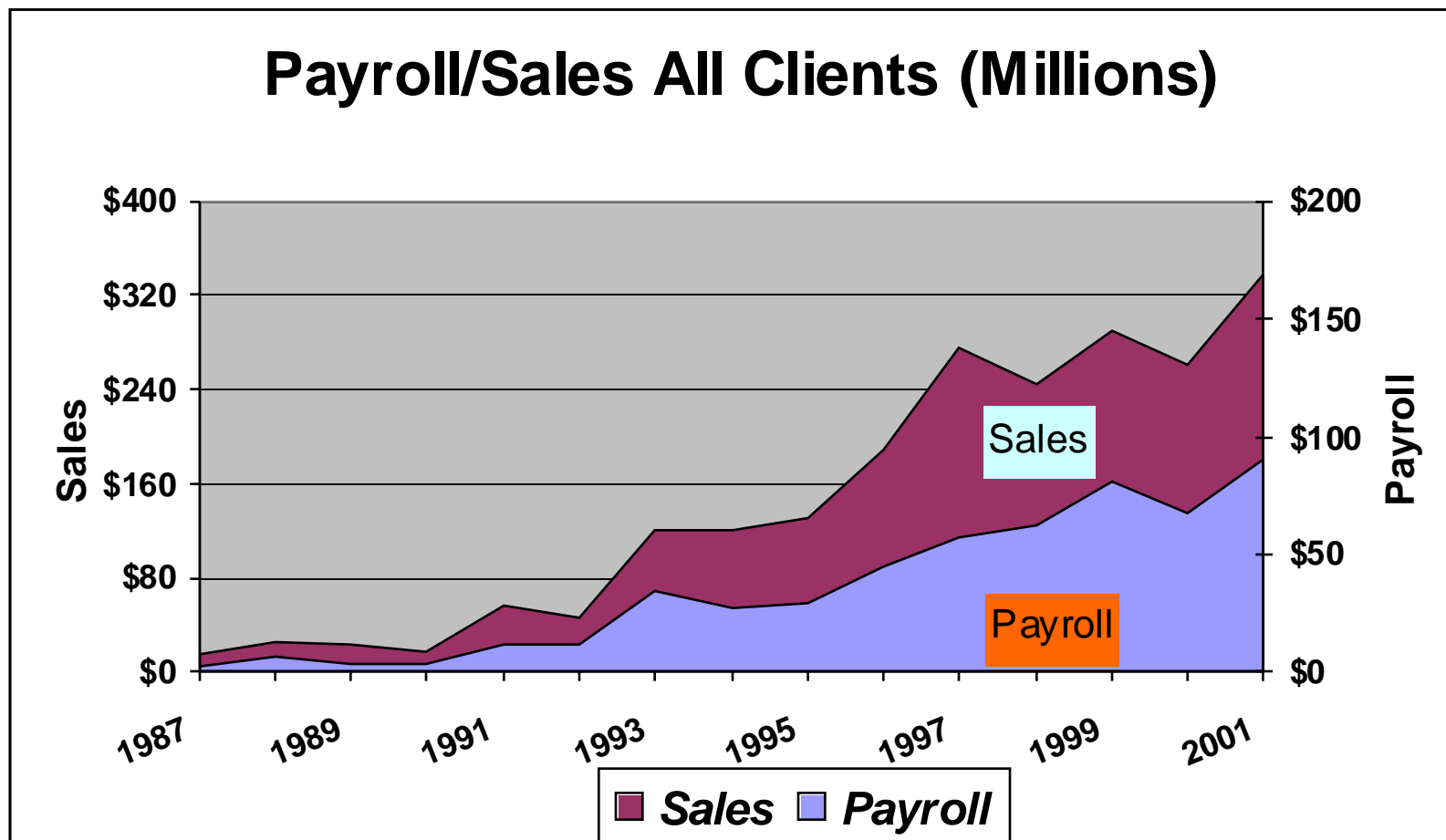


Capital Provided Businesses Grow

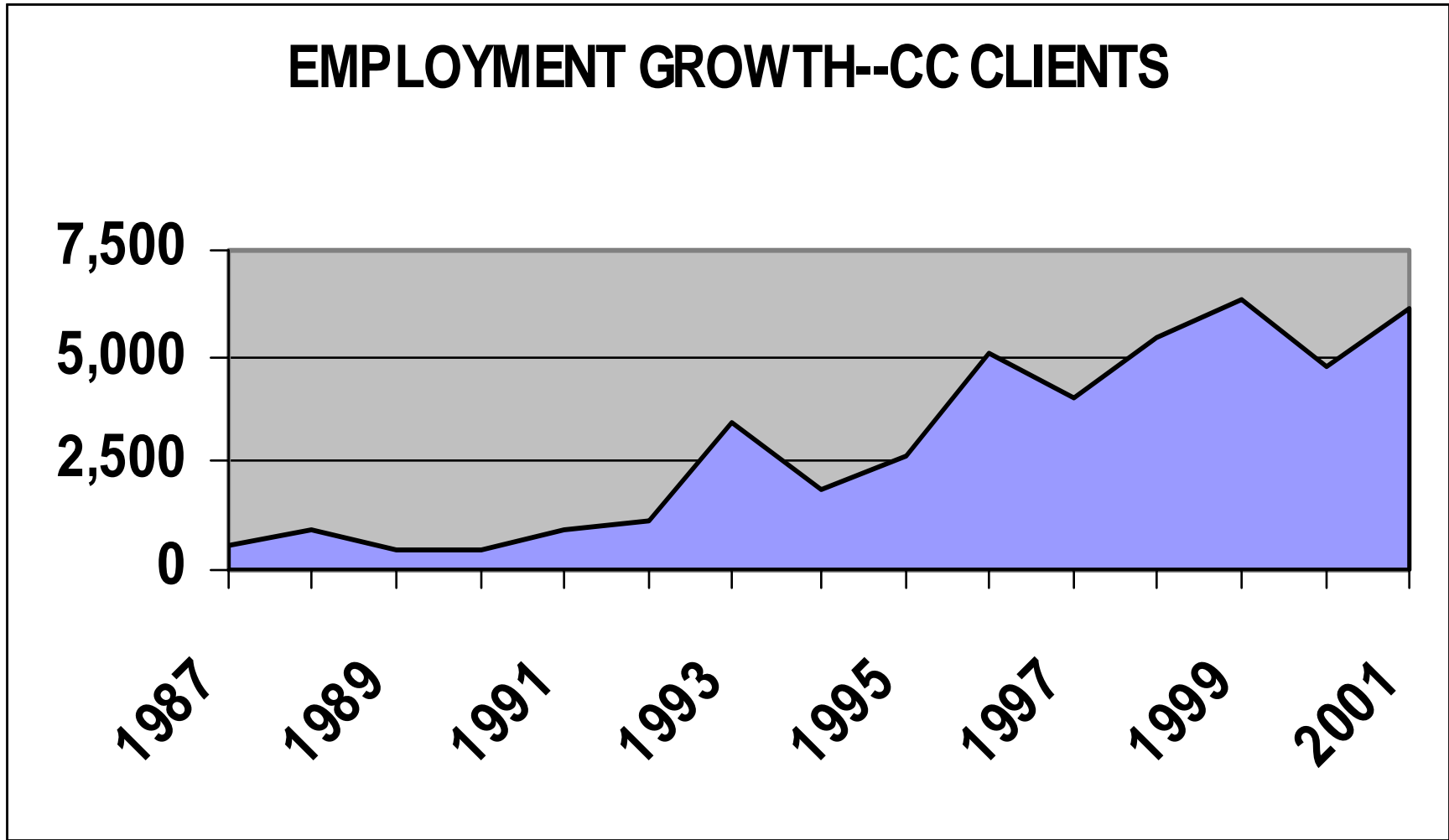


	1st. Yr. Sales	Last Yr. Sales	Change Sales	Change
All Active Loans	284,156,890	357,367,454	\$73,210,564	26%
Loans Active 2001	192,323,761	250,292,060	\$57,968,299	30%
Active Loans & Positive Growth	119,987,865	187,169,016	67,181,151	56%

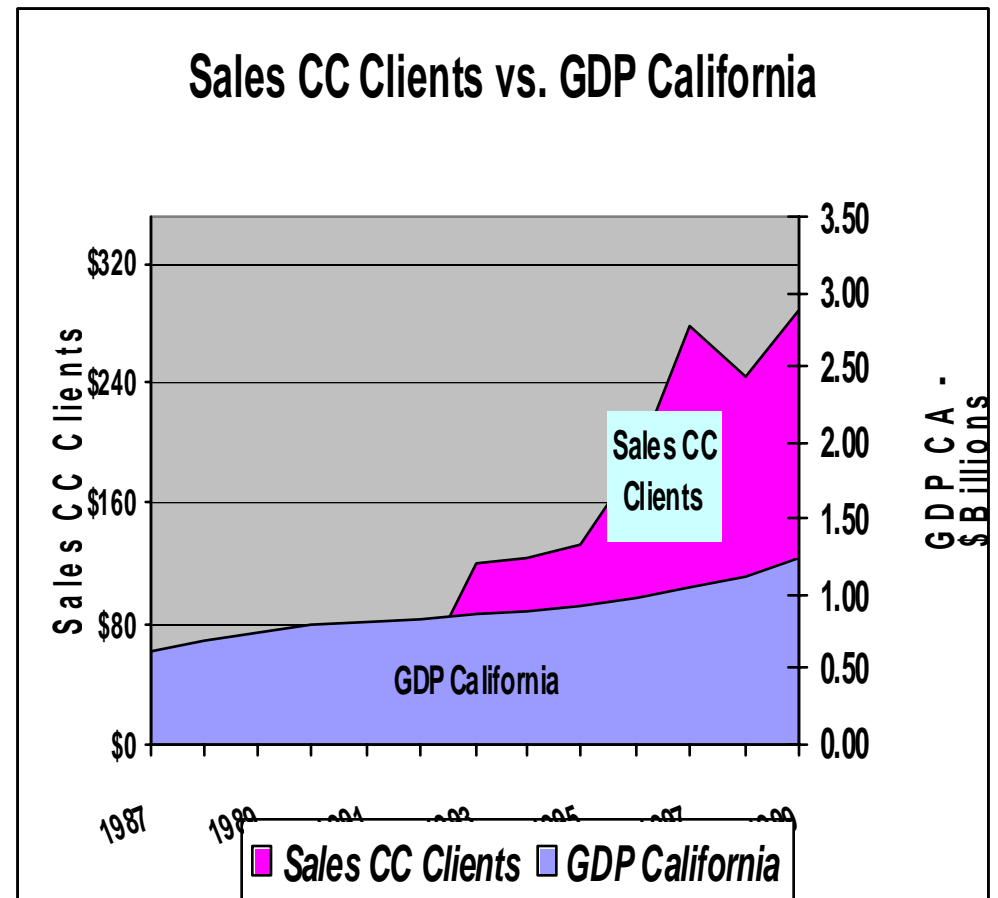
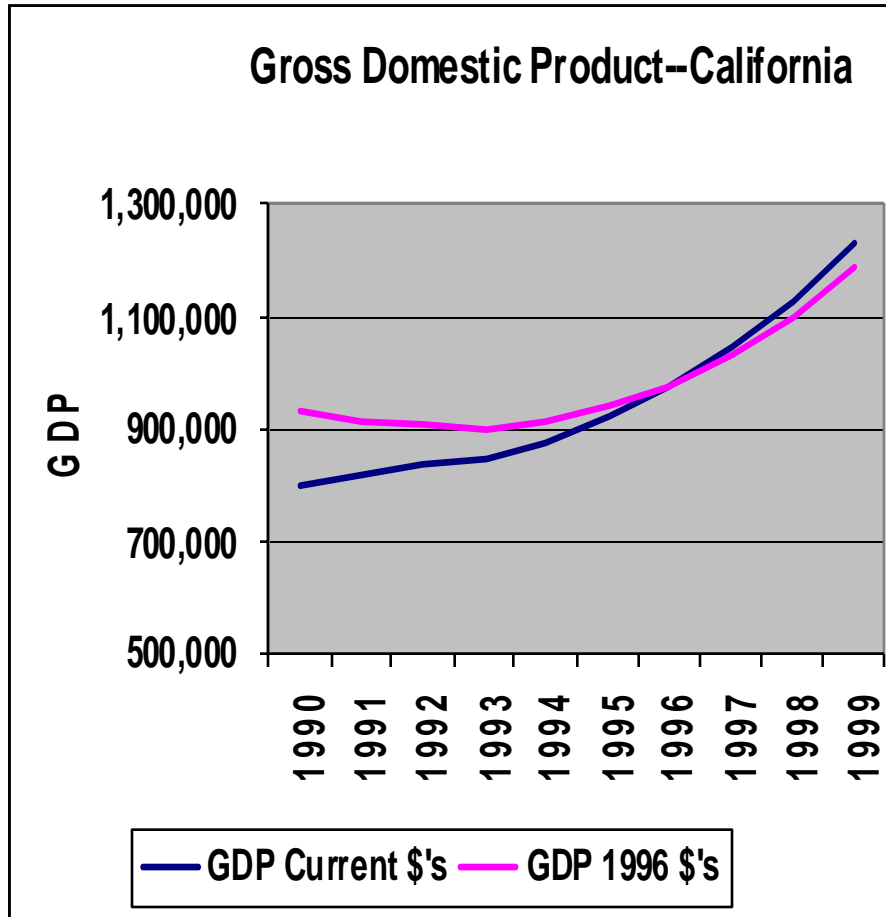
Adding Capital--Creating Economic Growth



New Jobs CC Clients

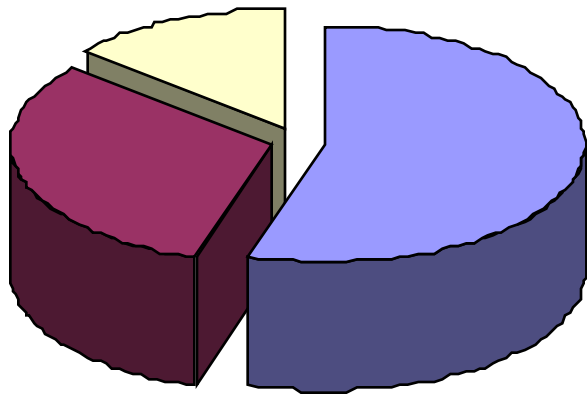


California's GDP vs. CC Clients



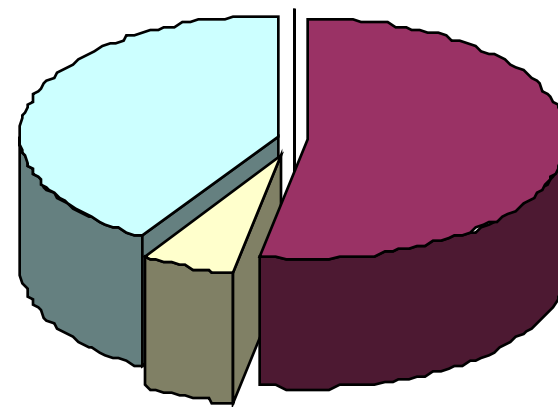
Gender/ Ethnicity of Borrowers

Ethnicity of Loan Owners



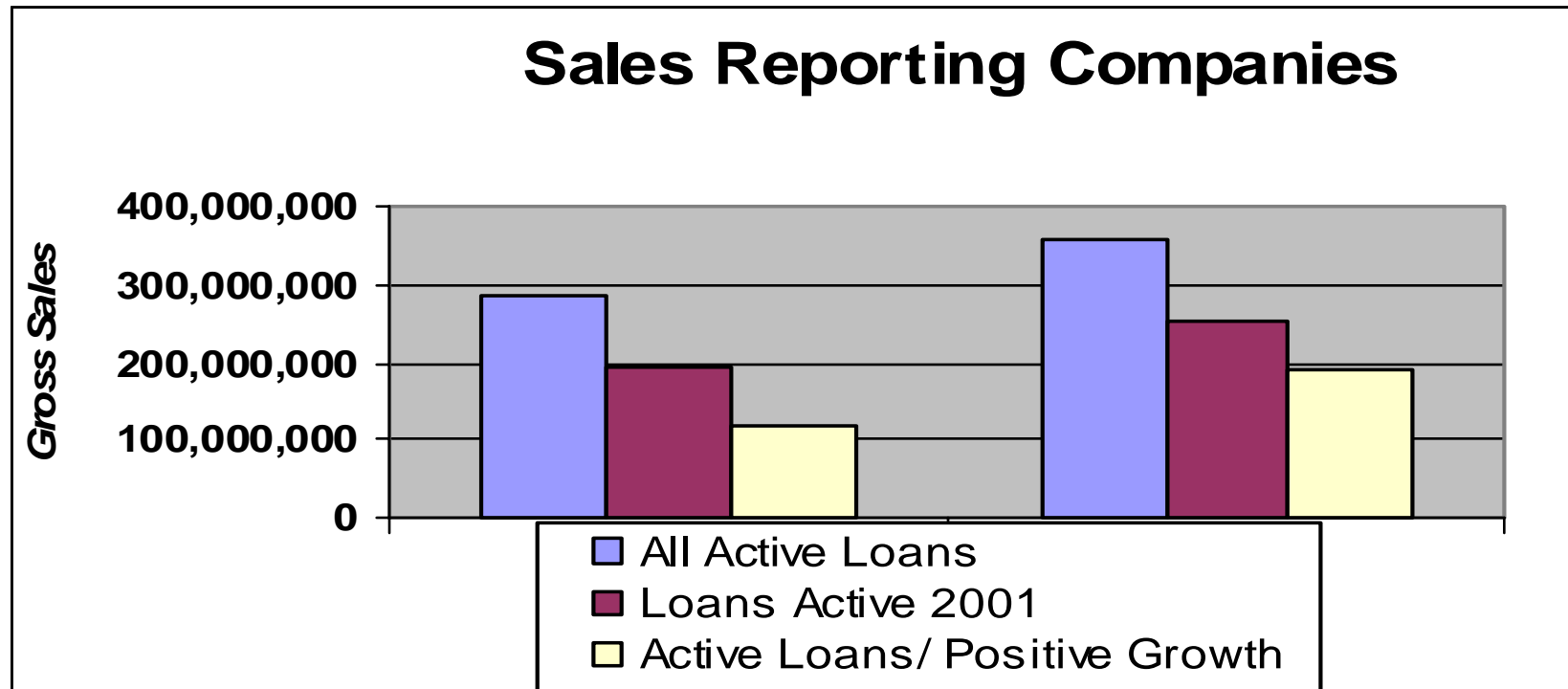
■ Caucasian Owned ■ Latino Ownership ■ Other Ownership

Gender of Loan Owners

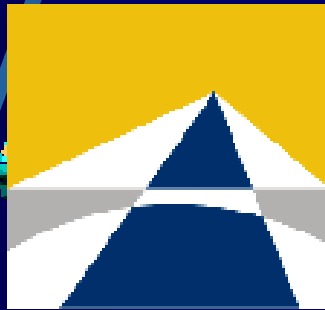


■ Gender ■ Male Owned ■ Female Owned ■ Joint Ownership

Capital Provided Businesses Grow



	1st. Yr. Sales	Last Yr. Sales	Change Sales	Pct Change
All Active Loans	284,16,890	357,367,454	\$73,210,564	26%
Loans Active 2001	192,323,761	250,292,060	\$57,968,299	30%
Active Loans & Positive Growth	119,987,865	187,169,016	67,181,151	56%



I Bank

The California Infrastructure and Economic Development Bank

Financing Facilities that Build Communities

/Bank

Programs

Infrastructure State Revolving Fund Program

- **Low-cost financing for municipal entities to finance public infrastructure**

Bond Financing Program

- **Low-cost tax-exempt bond financing for manufacturing companies, nonprofit corporations, and public agencies**

/Bank

Financing Activity to Date

- **\$ 1.8 billion of financing issued since January 1999**
- **\$ 1.62 billion of revenue bonds**
- **35 ISRF loans totaling \$179 million**

/Bank

Infrastructure State Revolving Fund Program (ISRF)

The ISRF Program provides:

- Direct low interest loans to municipal entities for public infrastructure**
- Infrastructure financing technical assistance**

/Bank

ISRF Eligible Applicants

- **Cities**
- **Counties**
- **Special Districts**
- ♦ **Redevelopment Agencies**
- ♦ **Assessment Districts**

ISRF Eligible Projects

- **City Streets**
- **County & State Highways**
- **Public Transit**
- **Drainage, Water Supply & Flood Control**
- **Defense Conversion**
- **Educational Facilities**
- **Environmental Mitigation**
- **Parks & Recreational Facilities**
- **Port Facilities**
- ♦ **Power and Communications**
- ♦ **Public Transit**
- ♦ **Sewage Collection & Treatment**
- ♦ **Solid Waste Collection & Disposal**
- ♦ **Water Treatment & Distribution**
- ♦ **Public Safety Facilities**

ISRF Financing Terms

- **Loan Amount**
 - ◆ \$250,000 to \$10 million per project
 - ◆ \$20 million maximum per jurisdiction
- **Loan Terms**
 - ◆ Up to 30 years, not to exceed projects' useful life

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ISRF Financing Terms, contd.

- **Interest Rate**

- ◆ **Fixed – set at 67% of A-rated bond rate**

- ◆ **Fees**

- ◆ **Loan origination fee = .85% of the loan amount**
 - ◆ **Annual servicing fee = .30% of the principal balance**

- **No Match Required**

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Eligible ISRF Repayment Sources

- **General Fund Revenues**
- **Enterprise Fund Revenues**
- **Tax Increment Revenues**
- **Assessment Revenues**
- **Other recurring revenues acceptable to the
I-Bank**

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ISRF Financing

- **Funding available statewide**
- **Approved funding for almost all project categories**

Examples of ISRF Approved Projects

- ◆ **\$1.9 million to City of Brawley (sewer treatment plant and sewer line upgrades)
600 new jobs.**



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Examples of ISRF Approved Projects

- ◆ **\$10 million to Port of Stockton (plus \$10 million of Enterprise Fund Revenue Bonds) for core infrastructure for Rough and Ready Island Base Reuse project. 296 new jobs.**
- ◆ **\$1 million (approx.) to the City of Tehachapi for roadway improvements for business expansion/ retention. 75 new and retained jobs.**



ISRF Application Process

- **Two-Step Process:**
 - ◆ **Preliminary Application**
 - ◆ **Final Application**
- **Applications accepted on a continuous basis**
- **Funding recommendations presented monthly to I-Bank Board**

ISRF Technical Assistance

IBank staff available to:

- ♦ **Provide onsite assistance**
- ♦ **Attend meetings**
- ♦ **Assist with project structuring**
- ♦ **Assist with application preparation**

The logo for IBank, featuring a stylized yellow 'I' followed by the word 'Bank' in a yellow serif font.

***I*Bank**

Program information and forms available at:

www.ibank.ca.gov

**California Infrastructure and Economic
Development Bank**

1102 Q Street, Suite 6000

Sacramento, CA 95814

(916) 322-1399

(916) 322-6314 fax

California Capital Access Loan Program for Small Businesses

CalCAP



Bridging the Gap for Small Businesses




The Three Who's

- CPCFA
 - Participating Lending Institutions
 - Small Businesses
- 

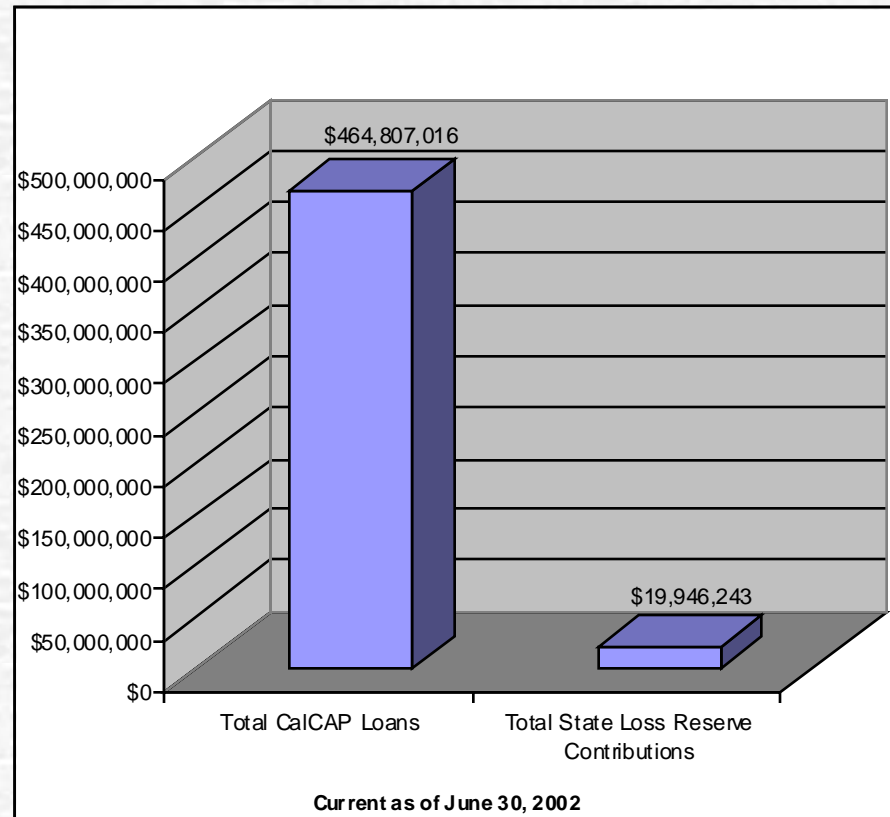


What CalCAP Is About

- A Form of Loan Portfolio Insurance for Lenders
 - A Streamlined, Non-Bureaucratic Small Business Loan Program
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- When Did CalCAP Start?
 - Where CalCAP Loans are Made.
 - Why CalCAP:
 - Incentive-based
 - Flexible
- 

Leverage Ratio



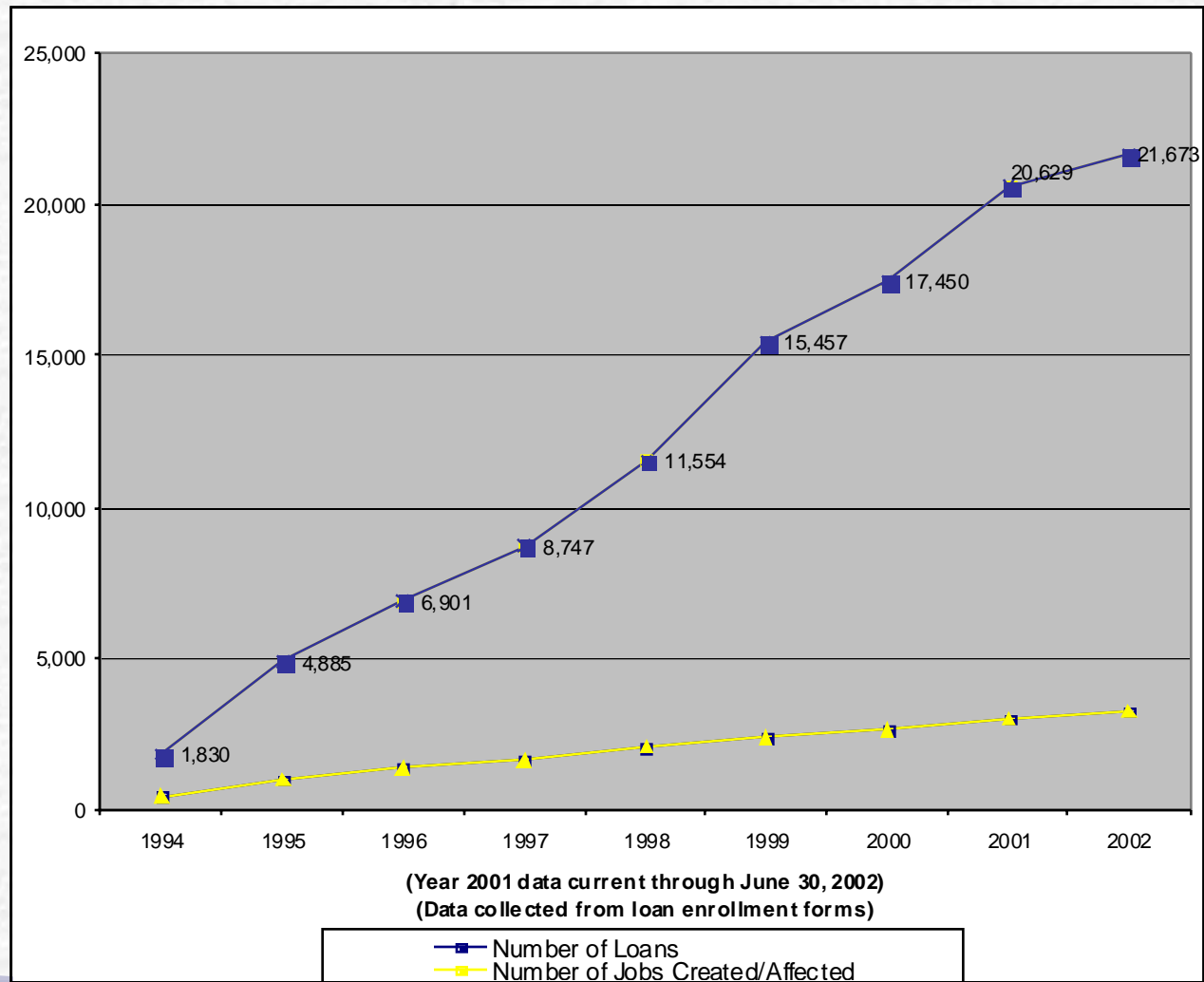
Total CalCAP Loans

\$464,807,016

Total State Loss Reserve Contributions

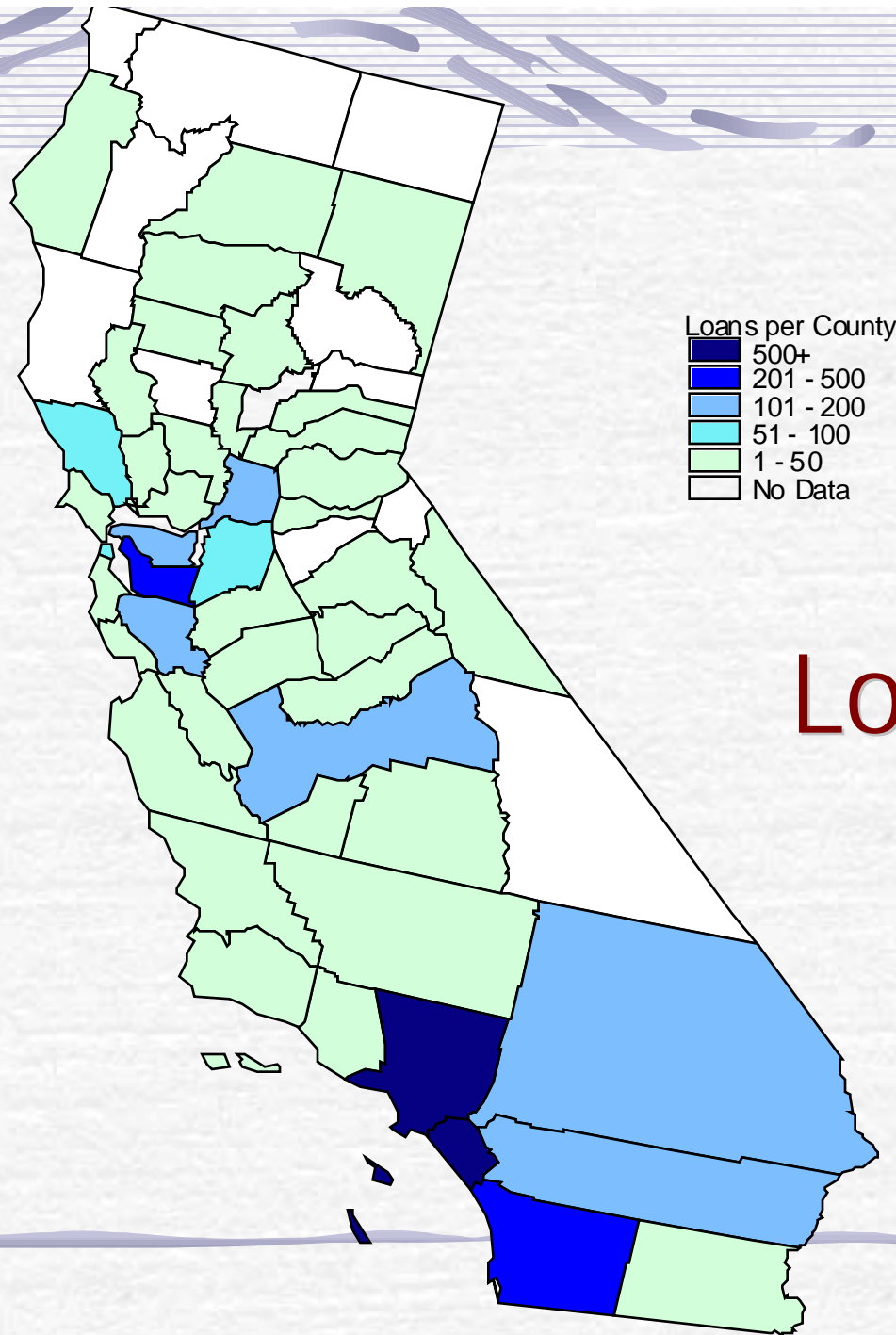
\$19,946,243

Number of Jobs Affected & Number of Loans Made

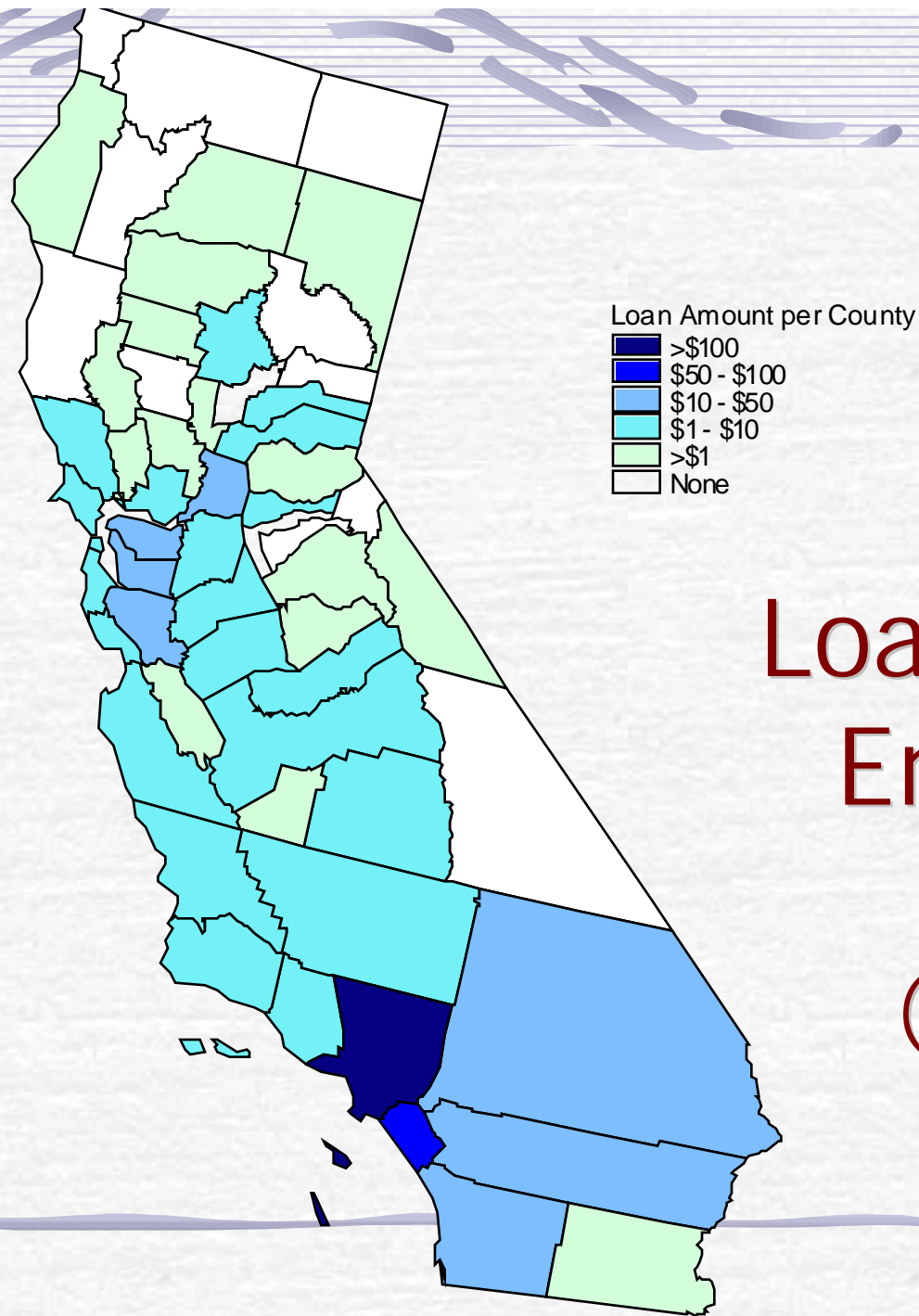




CalCAP Loans by County



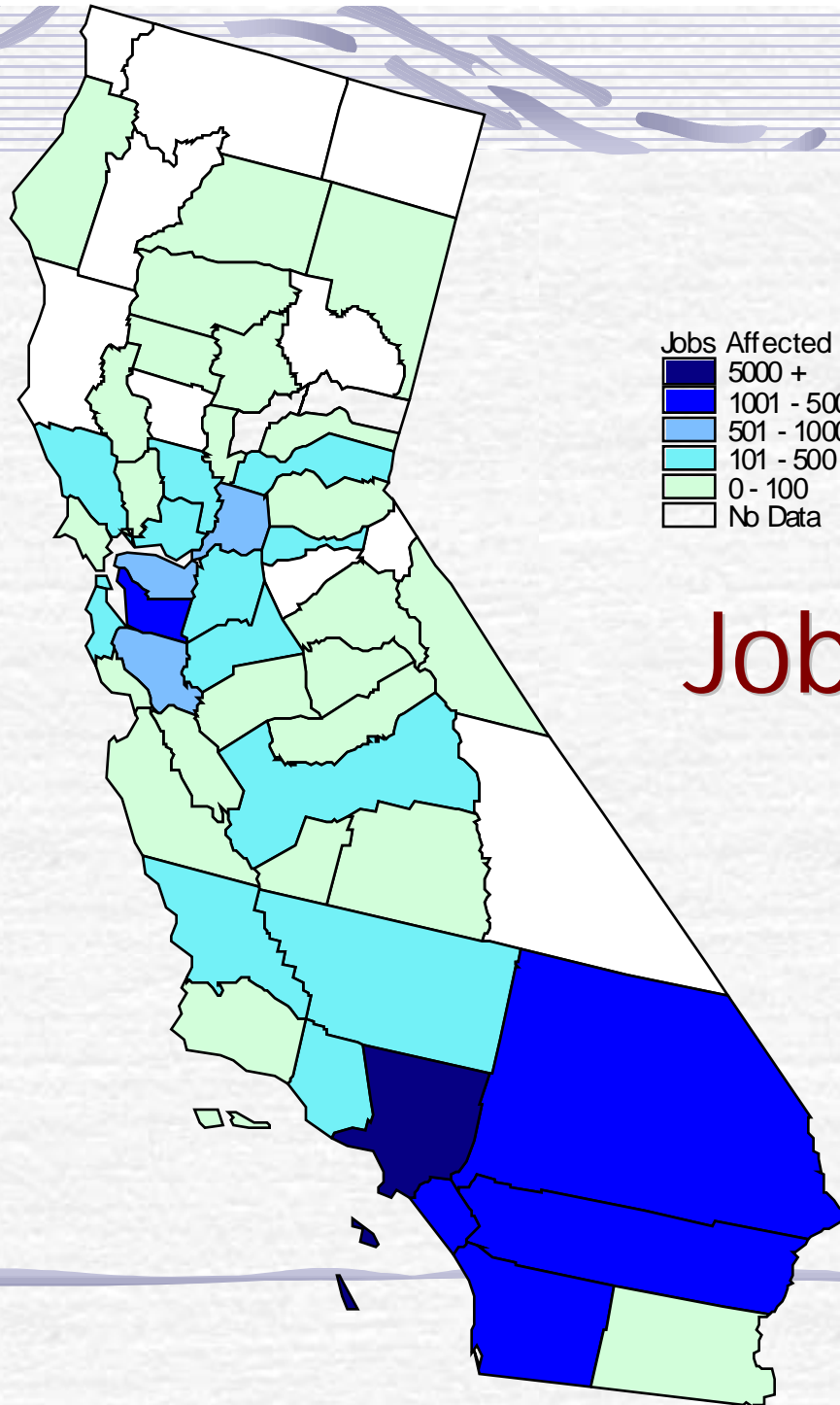
Number of Loans Enrolled by County



Loan Amounts Enrolled by County (In Millions)



Jobs Affected by County





How to reach us:

CalCAP

California Pollution Control Financing Authority

915 Capitol Mall, Room 457

Sacramento, CA 95814

Tel. (916) 654-5610

Fax (916) 657-4821

